

**Placer County Managed Care Expansion & Sacramento County Geographic Managed Care Request for Application
Questions and Answers**

Date Posted	RFA Section	Page	Item	Question	Answer
4-17-07	Cover Letter	2		Please clarify that "Express Mail" is via United States Postal Service. Will Fedex or UPS be accepted	Express mail is USPS. However, any courier or delivery service that requires a signature for delivery will suffice.
4-18-07	Application Format and Content	5	1	Please clarify if each binder requires a Table of Contents or should there be a master Table of Contents located in the first binder of each set?	As stated in the RFA we are requiring a new Table of Contents for Each Section: When a new subject matter section begins, there should be a Table of Contents for that Section. A "master" Table of Contents in the First Binder would, however, be helpful to the reviewers.
4-17-07		N/A	N/A	Given the resistance to Medi-Cal managed care in certain sections of Placer County, is CDHS accepting plan bids for partial county coverage in this expansion county?	Yes. The bid must clearly state which zip codes the Applicant will cover, and which zip codes it will not. Parenthetically, we believe that the issue has less to do with resistance than newness or novelty.
4-17-07	Basic Requirements	7	3	Please clarify if this question pertains only to the descriptions for the administrative structure requested in question 2a, or does this question also apply to primary care providers and specialty providers participating in the respective networks?	It applies also to primary care providers and specialty providers.
4-19-07	Basic Requirements	8	5.c	You are asking for the unaudited financial statements for the most recent quarter end. Our March 31, 2007 will not be available until May 15. Will the December 31, 2006 statement meet the requirement.	Yes.
4-17-07	Basic Requirements	8	6	<p>a. Is there a specific format for submission of the existing or proposed scope and availability of services.</p> <p>b. Will DHS accept the format used for the Two-Plan submission (regarding scope and availability of services)?</p> <p>c. Define (#) "prepaid" patient population in Placer County.</p> <p>d. Is there a specific format for submission</p>	<p>a. No.</p> <p>b. Yes.</p> <p>c. By definition, an enrolled beneficiary.</p> <p>d. No.</p>

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				<p>of location and description of all existing or proposed service sites in addition to Geo Access Reports?</p> <p>e. Please clarify what specific data is required for “description” and “information about service availability.”</p>	<p>e. <u>Description</u>: hospital, pharmacy, laboratory, x-ray facility, skilled nursing facility, and etc. <u>Information about service availability</u>: days and hours of operation, accessibility via surface streets, public transportation, parking availability, and etc.</p>
4-17-07	Basic Requirements	8	6	<p>a. In the CDHS beneficiary file for Placer County, there are beneficiaries that reside in Sacramento County and in the Sacramento beneficiary files there are beneficiaries that reside in Placer. Please clarify that providers located/practicing in a continuous county that meet the member access standard will be acceptable (e.g., provider location is in Sacramento County but service area spans into Placer County) in the plan’s provider network submission.</p> <p>b. In addition, please confirm that using only eligible beneficiaries that reside within each respective county for the analysis of each county is acceptable.</p>	<p>a. Yes.</p> <p>b. Yes.</p>
4-17-07	Basic Requirements	9	8	<p>a. Please clarify if the cover and signature page of each contract are acceptable to meet this requirement or is a copy of the entire contract for each provider required?</p> <p>b. Are sample contracts of each specific class of subcontracts what is needed to meet the requirement?</p>	<p>a. Please include the cover and signature page of each contract. If the Applicant uses boilerplate contracts, please include one copy of the boilerplate contract for each specific class of sub-contractor.</p> <p>b. See above.</p>
4-30-07	Basic Requirements	9	9	<p>Because of the compressed time period for this procurement, will the publication requirements for DVBE Good Faith Effort be waived?</p>	<p>Yes. As stated on page 1 of Attachment 1 <i>DVBE Instructions/Forms</i>, “CDHS reserves the right to waive ‘Good Faith Effort’ advertising when CDHS believes that bidding time lines do not permit sufficient</p>

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					advertising.” Although the publication requirements are being waived, all other DVBE requirements and particularly those with respect to “Good Faith Effort” remain in effect.
4-17-07	Basic Requirements	9	10	Are plan policies and procedures that describe identified requirements acceptable in lieu of a narrative description?	Yes, but the documentation for Placer County must specify Placer County.
4-17-07	Basic Requirements	9	11	Is there a CDHS certification form that needs to be completed, or is a health plan created certification acceptable?	Health plan created certifications are acceptable.
4-17-07	Basic Requirements	10	13	Is there a CDHS certification form that needs to be completed, or is a health plan created certification acceptable?	Health plan created certifications are acceptable.
4-17-07	Basic Requirements	10	14	Is a policy and procedure addressing the requirements acceptable in lieu of a narrative description?	Yes, so long as time frames and notice comport with GMC contract boilerplate.
4-17-07	Application Submission Requirements	10	F.	Please clarify the requirement for “white bond” paper. Is there a weight requirement for the paper? Is 8 ½ x 11 inch 20lb copy paper acceptable?	“White” is our basic requirement., and 20lb copy paper is acceptable.
4-17-07	Deliverables	12	G	a. The CDHS application notice states that submission, review and approval of the work plan could take 6 to 9 months. If the plan successfully completes contract negotiations with CMAC, will CDHS approval of the plan’s work plan determine the start of operations? b. In other words, would the Placer expansion contract periods for all approved plans begin simultaneously?	a. No. b. Yes.
4-17-07	Deliverables	19	G.6.	What is the required format for provider network submission?	Any listing with all the required data elements is sufficient.
4-17-07	Deliverables	20	G.6.j.	a. Is CDHS measuring traditional and safety net provider participation in plan networks in Placer County?	a. Yes.

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				b. If so, please clarify the definition of safety net provider type.	b. "Safety-Net Provider" means a provider of comprehensive primary care and/or acute hospital inpatient services that provides these services to a significant total number of Medi-Cal and charity and/or medically indigent patients in relation to the total number of patients served by the provider. Examples of safety net providers include Federally Qualified Health Centers; governmentally operated health systems; community health centers; rural and Indian Health Service Facilities; disproportionate share hospitals; and, public, university, rural, and children's hospitals.
4-17-07	Deliverables	20	G.6.l.	<p>a. Please clarify the expectations of a "proposed" plan network. What is the standard for the plan in terms of submitting a proposed network of providers? For instance, may the plan submit a provider network for which contracts are still being negotiated?</p> <p>b. In other words, must the plan have a written agreement with each provider included in its provider network submission for either County?</p>	<p>a. You may include providers for which contracts are still being negotiated. We require that the Applicant signify for which providers the contracts are in place, and for which providers the contracts are still being negotiated.</p> <p>b. No. Written agreements do not need to be in place: see above. The Applicant's work plan must include the list the subcontracts under negotiation, and the Department kept apprised of their status.</p>
4-17-07	Deliverables	21	G.8.e.	Request is for a schedule of rates. Is plan's template provider rate schedule acceptable for the proposed network?	Yes, so long as all listed types are included and also so long as the provider rate schedule accurately reflects the rates for that locality.
4-17-07	Deliverables	23	10.e.	Is it acceptable for the plan to submit a listing of the proposed hospitals for Placer County? If the plan is in active negotiations with a hospital, though no signed agreement has yet been attained, may the plan submit this hospital as part of its proposed provider network?	Yes. Signify if each agreement is "in place" or "in negotiation." Also include as an item in your work plan (see provider network discussion above), and keep the Department apprised of the status of continuing negotiations.

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4-17-07	Deliverables	26	12	What is the due date for MOU/Contract with Placer County Health Department and MOU with other entities?	January 1, 2008.
5-29-07	Tentative Timeline	4	B	The deadline for questions and answers is May 30, 2007. Does that mean that after May 30, 2007 questions will no longer be answered?	Questions will be answered throughout the entire procurement process. All applicants will receive a set of the questions and responses in June 2007 via US mail.
5-29-07	N/A	N/A	N/A	Is it true that all Medi-Cal recipients are going to be switched to managed care in January 2008?	The only population that will be affected are those Medi-Cal recipients that are currently fee-for-service in Placer County. Only mandatory aid categories will be required to choose a plan. No impact to Healthy Families, voluntary enrollees, etc.
5-29-07	Basic Requirements	9	8	Are sample contracts of each specific class of subcontracts what is needed to meet the requirement to forward copies of all proposed or existing subcontracts?	Copies of existing subcontracts should be provided: with regard to Placer County, a complete copy of the boilerplate contract is required, and as contracts are negotiated, please forward copies of the cover and signature pages to CDHS.
5-29-07	Basic Requirements	7	3	1) Is it necessary to include the place of birth and the date of birth information for all principals, policymakers, executive officers, providers of health care service and other key personnel? 2) Does this requirement also include pharmacists?	1) Yes. 2) Yes.
5-29-07	N/A	N/A	N/A	Can CDHS provide beneficiary enrollee information?	No, due to probable HIPAA violations.
5-29-07	N/A	N/A	N/A	Are the bids for Sacramento/Placer counties open or closed?	The "bids" are not for public review until the contracts are awarded.
5-29-07	Basic Requirements	8	6 c	Why are some of the zip codes in the link provided by CDHS including zip codes outside of Sacramento and Placer County area? [http://www.dhs.ca.gov/mcss/default.html]	There could be various reasons: the enrollee could be a foster child that remains the responsibility of the county; the zip code may be that of a workplace; etc.